

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01953 070945Z

17

ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 COME-00 /017 W

----- 049041

R 070923Z MAY 75

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 2927

UNCLAS KUWAIT 1953

FOR EB/CBA/OCA

NEA/ARP FOR AMBASSADOR STOLTZFUS

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: BUSINESS CONSULTATION PROGRAM

REF: STATE 104370

1. EMBASSY WISHES TAKE ADVANTAGE OF OPPORTUNITY FOR CONSULTATIONS DESCRIBED REFTEL, AND WE HOPE THAT SOMEWHAT AND PERHAPS UNIQUE ASPECTS OF TRADE PROMOTION PROGRAM IN KUWAIT CAN BE ACCOMMODATED BY PROGRAM.

2. AS REPORTED EARLIER THIS YEAR (SEE A-20 OF FEB 23, 1975) WE ESTIMATE APPROXIMATELY \$7 BILLION WILL BE SPENT ON INDUSTRIAL, INFRASTRUCTURE AND OTHER PROJECTS OVER NEXT FIVE YEARS. DETAILED LIST OF SPECIFIC PROJECTS BEING SENT IN SEPARATE AIRGRAM. DESPITE CONTINUING FLOW OF TRADE OPPORTUNITY REPORTS, RESPONSE OF QUALIFIED US FIRMS WITH SERIOUS, WELL THOUGHT-OUT PROPOSALS REMAINS SPOTTY. BASED ON VISITS BY US BUSINESSMEN HERE IN PAST FEW MONTHS, APPEARS THAT BRIEFINGS BY EMBOFFS COULD GO LONG WAY IN (A) INFORMING THEM OF BILLIONS OF DOLLARS WORTH OF POTENTIAL OPPORTUNITIES IN KUWAIT OR ELSEWHERE BEING FINANCED BY KUWAIT AND (B) ADVISING THEM ON HOW TO APPROACH KUWAITIS. ONCE IN US EMBOFFS COULD DISCUSS PETROLEUM BASED INDUSTRIAL, LIGHT INDUSTRIAL, HOUSING/REAL ESTATE DEVELOPMENT AND OTHER OPPORTUNITIES.

3. ALTHOUGH WE COULD SUGGEST MORE SPECIFIC AREAS AND APPROPRIATE COMPANIES, FOR NOW WE PREFER NOT TO DO SO. WE BELIEVE POTENTIAL

UNCLASSIFIED

PAGE 02 KUWAIT 01953 070945Z

MAGNITUDE OF ACTIVITY IN OR FINANCED BY KUWAIT AND LOW LEVEL

OF KNOWLEDGE OF KUWAITI MARKET BY US FIRMS JUSTIFIES PARTICIPATION BY EMBASSY IN PROGRAM DESCRIBED REFTEL.

4. EMBASSY NOMINATES CHIEF ECON/COMML SECTION, RICHARD W. BOGOSIAN, TO MAKE TRIP TO US FOR CONSULTATIONS. BOGOSIAN HAS BEEN HERE SINCE SUMMER 1972 AND HAS BROAD AND DEEP KNOWLEDGE OF KUWAITI BUSINESS/FINANCIAL SCENE. HE NOT SCHEDULED LEAVE KUWAIT UNTIL MID-1976. THEREFORE, HE WOULD BE ABLE FOLLOW-UP IN KUWAIT ON OPPORTUNITIES DISCUSSED IN US.

5. IF FUNDS NOT AVAILABLE FOR BOGOSIAN, WE SUGGEST AS ALTERNATIVE THAT ECON/COMML OFFICER THEODORE KATTOUF BE CONSIDERED. KATTOUF, WHO HAS BEEN IN KUWAIT SINCE AUGUST 1973, ALSO HAS EXTENSIVE KNOWLEDGE KUWAITI ECONOMY, AND IS PARTICULARLY KNOWLEDGEABLE CONCERNING INDUSTRIALIZATION AND MAJOR PUBLIC WORKS PROGRAMS. HE HAS BEEN AN ESPECIALLY AGGRESSIVE AND EFFECTIVE COMMERCIAL OFFICER. HE DEPARTING POST ON HOME LEAVE AND SUBSEQUENT TRANSFER TO FSI BEIRUT IN EARLY JULY, AND WOULD REQUIRE FUNDS TO TRAVEL/PER DIEM IN US ONLY.

6. GIVEN VALUE TO EMBASSY IN HAVING BOGOSIAN MAKE TRIP TO US AND RETURN AND RELATIVELY INEXPENSIVE MANNER IN WHICH KATTOUF COULD PARTICIPATE IN PROGRAM, EB/CBA/OCA MAY WISH CONSIDER FUNDING TRAVEL OF BOTH OFFICERS TO DIFFERENT CITIES IN US.

7. BOGOSIAN FLEXIBLE REGARDING WHEN HE COULD GO TO US. KATTOUF WOULD WISH GO IN LATE JUNE. SINCE OUR SUGGESTIONS PROBABLY ARE UNIQUE, WOULD APPRECIATE DEPARTMENT ADVISING EMBASSY OF ITS REACTION TO THIS CABLE. SUGGEST EB/CBA/OCA DISCUSS MATTER WITH AMBASSADOR STOLTZFUS, WHO CURRENTLY IS ON HOME LEAVE IN U.S. ON RECEIPT DEPARTMENT'S REPLY, WE SHALL SUBMIT MORE DETAILED RECOMMENDATION.

MAU

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KUWAIT01953
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750159-0947
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750574/aaaacppf.tel
Line Count: 94
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 104370
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUL 2003 by SilvaL0>; APPROVED <17 FEB 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BUSINESS CONSULTATION PROGRAM
TAGS: BEXP, KU
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006